

Where Creativity and Commerce Connect

Alliance Holds Annual Meeting



The Lynchburg Regional Business Alliance held its Annual Meeting at The Kirkley Hotel last week at a standing-room-only breakfast. Alton Brown, Publisher of The News & Advance gavelled in the meeting that was filled with energy, vision and pride in the region's prosperous business community. Chairman Jim Richards shared his vision and strategy for the future that will brand the Lynchburg region as a dynamic, thriving community for current and new businesses with the goal to foster a climate that allows for growth and prosperity.

CEO, Megan Lucas said, "the Alliance strategy for 2017 is by working together, creativity and commerce will connect. We are building a hyper-effective and collaborative regional organization that can influence the economic vitality of our entire region." The following Alliance priorities were outlined:

1. Elevate economic growth and momentum by implementing and expanding an industry recruitment strategy while growing existing regional business.
2. Enhance the business ecosystems to improve our regional business climate through increased membership engagement, personal connection and increased lobbying for pro-business initiatives.
3. The Alliance will continue our legislative efforts including lobbying for pro-business initiatives at both the state and federal levels of Government.
4. The Alliance unveiled a rendering for the new headquarters and announced the move into the facility will happen later this year.



Fifty-year members Centra Medical Group Surgical Specialists (formerly Seven Hill Surgical Associates), Industrial Heating Company, Lamar Advertising Company, Progress Printing Plus, Terrell E. Moseley, Inc., Woodall & Lang, Inc. were recognized by CVCC President Dr. John Capps, and Stefanie Prokity, VP & CFO of Successful innovations, Inc., helped recognize and honor the recipients of two prestigious awards.



Larry Jackson is our 2016 recipient of the F. M. "Dink" Cloyd Award for service to the Alliance. Mr. Jackson was the Chair of the Alliance in 2015 and 2016. He is Appalachian Power's External Affairs Manager for its eastern and southern Virginia service territories. In that role he is active in a number of community organizations including the Lynchburg Regional Business Alliance, Lynch's Landing, CVCC Education Foundation, and others.

L. Kimball "Kim" Payne III, is the 2016 recipient of the George Stewart III Award for community service. Mr. Payne served as Lynchburg City Manager from February 2001 until his retirement at the end of June 2016.

The meeting ended with a video mash-up of local leaders communicating the strength of the Alliance – *Where Creativity and Commerce Connect*. See the video at [lynchburgregion.org](#)

Nominations for the Small Business Awards

Who will be awarded the 2017 Small Business of the year? The Alliance needs your help to select the most outstanding small businesses in the region. Nominate a business today that demonstrates excellence in one or more of the following areas:

- Retail
- Restaurant/Venue
- Business/Professional Service/Non-Profit
- Manufacturing/Industrial
- Newcomer (any business that has been operating 2 years or less)
- Non-Profit

Nominated business must be an Alliance member in good standing and have 50 or fewer employees. Members can be verified online and nomination forms can be downloaded at [LynchburgRegion.org](#). Nomination forms also are available at the Alliance.

The nomination deadline is March 31.

Welcome New Alliance Members

Alliance welcomes the following new members who joined in the past month and are growing their business:

- Block Advisors
- Eagle Eyrie Baptist Conference Center
- Media Partners, Inc.
- Old Mill Townhomes
- Rockit Creative Solutions
- Timberlake Family Pharmacy

Reserve Your Booth Now and Receive a Discount

The Lynchburg Regional Business Alliance will host the 29th annual business tradeshow, *Buy The Burg! Show*, the region's largest and most prestigious tradeshow presented by Union Bank.



Take advantage of the early bird discount, make your reservations now and save \$85!

The event is scheduled for 1 – 6 p.m. on Tuesday, May 23 at Liberty University's LaHaye Student Union Multipurpose Room. This year, between 4 – 6 p.m., the Show will feature *Bites of the Burg* – a wide variety of cuisine from the region's restaurants and catering businesses.

The *Buy the Burg! Show* emphasizes making business connections and the importance of doing business locally. The show will help your business make more money by expanding on your company's name, reputation and marketing reach.

Your future customers will be there—will you? Visit [LynchburgRegion.org](#) for more information. If you have questions, please contact Kaye Lewis at (434) 525-5968 x16 or KLewis@LynchburgRegion.org.

Alliance Holds Reception in Richmond

Your business is our focus! Lynchburg regional business leaders traveled to Richmond for the Annual Legislative Reception that was held on February 8th. Business members enjoyed a cocktail buffet and one-on-one time with our state officials while advocating on behalf of our wonderful region. Transportation Secretary Aubrey Layne and regional legislators heard key policy issues on the minds of our business community and discussed important legislation under consideration in the 2017 General Assembly.

Alliance Announces 2017 Board Members

OFFICERS

James R. Richards
Petty, Livingston, Dawson & Richards, PC – Chair
Stefanie Prokity
Successful Innovations, Inc. – Chair Elect
Aubrey "Todd" H. Hall III
First National Bank – Vice Chair
Ryan McEntire
Brown, Edwards & Company, L.L.P. – Treasurer

MEMBERS

Susan Adams, Appomattox County
Anthony Andrews, Twenty23
Fred Armstrong, Wiley/Wilson
Bradley Bateman, Randolph College
Des Black, Lynchburg Regional Technology Council
Carl Boggess, Bedford County
Scott Brabrand, Lynchburg City Schools
Cathie Brown, Impact Makers, Inc.
Alton Brown, The News & Advance
John Capps, Central Virginia Community College
Susan Chapman, Brown, Edwards & Company, L.L.P.
Gary Christie, Region 2000 Local Government Council
Waverly Coggsdale, Town of Altavista
Ed Craighill, Boxley
Michael Davidson, Campbell County
Lauren Dianich, Atelier 11 Architecture, LTD
John Doyle, Jr., Pettyjohn, Wood & White, Inc.
Michael Elliott, CENTRA
Rex Geveden, BWX Technologies, Inc.
Bill Guzek, Center for Advanced Engineering & Research
Phil Hamlett, Future Focus Foundation
Jack Hobbs, Town of Amherst
Darryl Huften, Apple Ford
Larry Jackson, Appalachian Power
George Kayes, ABC 13 WSET-TV
Ryan Kindt, LU Athletics
David, Malewitz, City of Lynchburg
Nathaniel Marshall, BWX Technologies, Inc.
Patrick McNamara, MaxPlayFit, LLC
Anne McVeigh, Davenport & Company LLC
James Mercadante, Cintas
James Mundy, Lynchburg Community Action Group, Inc.
Tray Petty, Moore & Giles, Inc.
Dean Rodgers, Amherst County
Frank Rogers, Campbell County
Doug Schuch, Bedford County Schools
Michael Shadler, Pacific Life
Karen Simonton, OrthoVirginia
Randy Smith, Liberty University
John Stone, CFA, Stifel Nicolaus
Bonnie Svrcek, City of Lynchburg
Luke Towles, Wells Fargo
Ryan White, BB&T
Denise Woernle, AREVA Inc.

Upcoming Events

Women's Exchange Lunch

Thursday, February 23, 11:30 a.m. – 1 p.m.

Oakwood Country Club
3409 Rivermont Avenue, Lynchburg

Labor and Workforce: A Small Business Roundtable

Friday, February 24, 3 – 4 p.m.

Hilton Garden Inn
4025 Wards Road, Lynchburg

RSVP by February 22 to the Alliance



Throughout this election cycle, we have invited all of the gubernatorial candidates to participate in business roundtables in our region and hope you can join and contribute to the conversation.

On February 9, our region's business leaders and entrepreneurs took part in a productive, pro-business, policy discussion with gubernatorial candidate, Ed Gillespie, and Kentucky Governor, Matt Bevin.

If you are an entrepreneur or small business leader, we invite you to make your voice heard in our second dialogue concerning Virginia policy, labor and workforce and ways we can further nurture entrepreneurship in the Commonwealth.

This roundtable event welcomes Democrat candidate for Governor of Virginia, Tome Perriello. Other policy topics will include energy and the environment, healthcare, and small business and entrepreneurship.

The Gubernatorial Primary date is June 13, 2017, the election date is November 7, 2017.

Blueprint Virginia 2025 Regional Roundtable Discussion

Thursday, March 2, 3 – 5 p.m.

Central Virginia Community College
Merritt Hall, Multi-purpose Room
3506 Wards Road, Lynchburg

RSVP by February 24 to the Alliance

The Lynchburg Regional Business Alliance, along with the Altavista, Amherst, Appomattox, Bedford Area and the Smith Mountain Lake Chambers of Commerce are hosting the Blueprint Virginia 2025 Regional Roundtable Discussion that will include regional priorities to be considered in the new statewide strategic plan Facilitated by Barry DuVal, President & CEO, Virginia Chamber of Commerce

Blueprint Virginia

A Business Plan for the Commonwealth is a comprehensive effort to provide business leadership, direction and long-range economic development planning for Virginia. Over eighteen months from 2013 to 2014, the first Blueprint process engaged business and community leaders from around the Commonwealth to determine top priorities for strengthening Virginia's economic competitiveness.

As Virginians prepare to elect a new Governor in 2017, the time is right to update Blueprint Virginia and establish ambitious policy goals for growth. Virginia's regional leaders and industry experts will convene to analyze state and regional economies and identify specific economic drivers.